

## **PROGRAMS AND OPPORTUNITIES AVAILABLE**

The continued growth of a company begins with a complete and thorough knowledge of resources available to the business owner.

Following are some essential services.

Connectory.Com

San Diego KHAN (Kids Health Assurance Network)

Service Corps of Retired Executives Association (SCORE)

UCSD Connect

## CONNECTORY.COM

Bringing the World to San Diego, Imperial, and Baja Industry

The *CONNECTORY.COM* regional buyer-supplier network is poised to become the premier business-to-business marketing and communication tool for the San Diego, Imperial County, and Baja region. Primary industry companies -- across all industry clusters and at all levels of the supply chain -can benefit from profiling in and using the *CONNECTORY.COM* Network.

The *CONNECTORY.COM* Network provides a high quality database of companies in key primary industry areas: **Manufacturing; Technology/R&D; Technical Services; Industrial Suppliers; Construction & the Trades; and Raw Materials (agribusiness/mining).**

CONNECTORY.COM benefits your company:

Post your "on-line brochure" on a site tailored for industrial and technology companies in San Diego/Imperial/Baja California **AT NO COST!**

Obtain high quality, detailed profiles -- describing company products and services, core capabilities, capacities, and expertise -- for your suppliers, potential customers, and strategic partners.

Give your company shelf space in a cyber-supermarket targeted to an \$11 billion maquiladora market.

Increase exposure to opportunities in government contracting/subcontracting, international trade, corporate buying, and strategic alliance/team building.

Boost traffic to your company web site (via hot links) or establish a first time web presence.

Post offers or respond to leads via interactive Business Forum.

Profiles may be submitted using the on-line application, via fax, or by mail. For additional information, contact East County Economic Development Council (EDC) at (619) 462-3312 or e-mail address:

[connectory@eastcountyedc.org](mailto:connectory@eastcountyedc.org)



# San Diego KHAN

## San Diego Kids Health Assurance Network

Administered by San Diego County Health and Human Services, San Diego KHAN is a referral and information service comprised of local community organizations working together to promote medical and dental coverage for all children of San Diego County, ages 0-18, who live in households with an income up to 300% of the federal poverty level. (2001 guidelines in the table below)

Percent of Federal Income Guidelines	Number of family members					
	1	2	3	4	5	6
100	\$8,590	\$11,610	\$14,630	\$17,650	\$20,670	\$23,690
133	\$11,425	\$15,441	\$19,458	\$23,475	\$27,491	\$31,508
200	\$17,180	\$23,220	\$29,260	\$35,300	\$41,340	\$47,380
250	\$21,475	\$29,025	\$36,575	\$44,125	\$51,675	\$59,225
300	\$25,770	\$34,830	\$43,890	\$52,950	\$62,010	\$71,070

Source: Federal Register (February 16, 2001)

### Program Benefits:

SD-KHAN links uninsured children and youth to: Medi-Cal, Expanded Medi-Cal, Healthy Families, Kaiser Permanente Cares for Kids, AIM, and California Children Services. These monthly health insurance premiums range from \$0-\$15 a month per child who qualifies for a program.

SD-KHAN provides follow-up services and helps with any problems people experience in acquiring health insurance for their children, including questions about the application process, as well as matching a person to a Certified Application Assistant who will help complete a Healthy Families and Expanded Medi-Cal application at no charge to the family.

SD-KHAN will come out to a business, at no cost to the employer, to promote and discuss their services to interested employees. At that time, they will assist in filling out applications to the healthcare program that best fits the employee.

SD-KHAN will follow-up with families to ensure children have been enrolled into the health care program. If any problems arise, they will work with families to trouble shoot any barriers and resolve health coverage issues.

**Contact Information:** County Office of Trade & Business Development  
858-495-5494; website address: [www.sdbusinessassistance.org](http://www.sdbusinessassistance.org)

## **SCORE**

(Service Corps of Retired Executives Association)

**SCORE** San Diego is a 90-member volunteer association working under the Business Development Division of the U. S. Small Business Administration. It matches volunteer business management counselors with present and prospective small business owners in need of expert advice. SCORE has experts in virtually every area of business management and maintains a skill bank to help identify the best counselors for its clients.

**SCORE** helps prospective and established small business owners and managers identify problems, determine the causes and find solutions. These activities take various forms:

- Counseling efforts are directed toward those who own a business, whether they are experiencing a problem or ready to expand, and toward those who need help in starting their business. The counseling sessions are free of charge, personal and confidential. Online counseling, offering the expertise of over 800 business counselors, is available through **SCORE**'s national web site at: [www.score.org](http://www.score.org).
- **SCORE** offers low cost workshops on basic management, business plans and other business related topics.
- Business Resource Center is available at the SBA office in downtown San Diego. In addition to publications and reference books, ten computers with Internet links provide access and training to all business groups. **SCORE** counselors are available to assist in developing business plans, market profiles, and supplier sourcing.

**SCORE** is located at: 550 West C St., Ste. 550  
San Diego, CA 92101-3500  
(619) 557-7250  
E-Mail: [sd.score@sba.gov](mailto:sd.score@sba.gov) or [www.score-sandiego.org](http://www.score-sandiego.org)

## UCSD CONNECT

**CONNECT**, a part of the UCSD Division of Extended Studies and Public Service, links high-tech and biotech entrepreneurs with the resources they need to succeed. The program offers a series of educational and networking programs, practical business seminars, technology transfer illustrations, and other forms. Among CONNECT's programs are the following:

Springboard helps high-tech and biotechnology entrepreneurs develop business strategies.

Virtual Board helps senior executives think through strategic issues affecting their companies.

The Technology Financial Forum puts newly formed high-tech, biotech and biomedical companies in touch with venture capital or seed funding.

The Biotechnology/Biomedical Corporate Partnership Forum seeks to establish partnerships and collaborations between small San Diego biotechnology companies and large pharmaceutical companies.

The Most Innovative New Products Awards recognizes recent innovations in the categories of entertainment and leisure, general business, high-tech electronics, life sciences, and computer software.

HR CONNECT and ATHENA are programs specifically designed for human-resource professionals.

For additional information, please contact Barbara Bry at (619) 534-6114; e-mail, [connect@ucsd.edu](mailto:connect@ucsd.edu).